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Digest

Iowa Development Commission

March/April 1985

"Main Street" Iowa

Industrial Expansions

AMOCO consolidates credit operations in West Des Moines

Amoco Oil Company has announced plans to transfer credit card operations currently performed at its issuance center in Chicago to the Amoco Credit Card Center in West Des Moines.

"The consolidation, which will be completed by August 1, 1985, is part of a continuing effort to stabilize the growing cost of the company's credit-card operations," according to J. A. Unnerstall of Chicago, Amoco's vice president for planning and administration. "This action will also help improve service to our customers and thus enhance the future of Amoco's credit cards."

According to Reed L. Clark, manager of the West Des Moines facility, the consolidation could bring as many as 50 new jobs to the area.

AgriPro NAPB buys Eldora seed plant

Nickerson American Plant Breeders (NAPB) has agreed in principle to purchase DeKalb-Pfizer's 200,000-unit capacity seed corn production plant in Eldora. Scheduled to begin operation immediately, the plant will serve as a production center for 10 of NAPB's corn hybrids, sold under the brand name of AgriPro.

The 30,000-square-foot facility will employ upwards of a dozen Eldora area residents. Production acreage planted to corn will also increase as a result of the AgriPro plant contracts to farmers in and around Eldora.

In addition to this acquisition, AgriPro operates a production/research soybean company in Ames.

FALCO Fairfield Aluminum Castings Company uses industrial revenue bonds for plant expansion

Fairfield Aluminum Castings Company has been provided with up to $2 million in industrial revenue bonds and an Urban Development Action Grant to expand their current facilities. The 33,600-square-foot expansion will incorporate a sand foundry and a permanent molding foundry. Eventually, 40 new jobs will be created as a result.

BOHLMANN Incorporated expands both Denison plants

Bohlmann Inc. has added small additions to both of their Denison facilities. Some 3,740-square-feet has been added to the original plant which produces a line of picnic tables, park benches, bird baths and ornamental products. A smaller addition to increase production space has been completed at the newer plant which produces livestock waterers and feeders. Both plants currently employ 22 full-time and four part-time workers.

QUALITY BWJ MFG. CO. DIES to open Des Moines plant

B. W. Johnson Manufacturing Company of Joplin, Missouri, will open a manufacturing plant in Des Moines that will eventually employ about 25 workers.

The Company has leased an existing building and plans to be operational by the beginning of April. According to Richard Mertens, president of the firm, the Des Moines location will allow the company, which manufactures rubber printing plates and steel rule cutting dies for corrugated cardboard boxes, to "better meet our market needs and to expand into other markets." Currently, the company's customers include Distinctive Packaging Co. of West Des Moines and Champion International of Des Moines.

NATIONAL BY-PRODUCTS, INC. expansion planned for Des Moines plant

National By-Products will be using $4 million in industrial revenue bonds to expand the warehouse attached to the existing plant in Des Moines. The expansion project will include installation of the latest in animal by-product rendering equipment which, according to General Manager Stan Rutherford, represents "a whole new technology in rendering."

In addition to increasing the capacity of the plant, Rutherford said the low-heat, Danish-designed and manufactured equipment has a "significantly lower energy consumption" than the equipment currently in use.

Once the new equipment is operational, National By-Products plans to add eight to ten jobs.

PARR FILTERS to be manufactured at new Winterset facility

Parr Manufacturing Inc. of Des Moines, manufacturers of automotive fuel filters and fuel system components, has constructed a new 30,000-square-foot satellite plant on land purchased from the Winterset Development Commission. Employment for the new facility will be 40 persons initially, with plans to hire an additional 40 workers by spring.

Occupation Medicine Clinic established

The Department of Internal Medicine at The University of Iowa Hospitals and Clinics has organized an Occupational Medicine Clinic for the referral of patients with occupational diseases or conditions. The goal of this new service is to provide referral, diagnostic and consultation services for physicians, employers and workers in Iowa and the Midwest.

According to James Merchant, M.D., professor in the departments of Internal Medicine and Preventive Medicine and Environmental Health, as well as acting director of the Occupational Medicine Clinic, "The clinic is especially helpful in establishing whether a disease or condition is work related."

Dr. Merchant states that occupational exposures in industry commonly involve noise, respirable dust, irritant gases and fumes, solvents, heavy metals and a wide variety of potentially hazardous chemicals. Farm exposures commonly involve noise, organic dusts, pesticides and herbicides, toxic and irritant gases and mold spores.

The clinic, which is staffed with physicians certified in internal medicine and in occupational medicine, uses a multidisciplinary approach to diagnose and evaluate patients. The multidisciplinary team may consist of social workers, industrial hygienists, medical toxicologists and environmental chemists. Other specialists are consulted as needed.

This team then uses special diagnostic resources to fully evaluate patients. Diagnostic procedures may involve pulmonary function evaluations with progressive exercise testing, bronchoscopy and bronchoalveolar lavage or biopsy. Other tests include blood chemistries for heavy metals, computed tomography and tests to measure concentrations of toxic chemicals in blood and urine.

The Occupational Medicine Clinic services include: baseline and periodic physical examinations; baseline and periodic laboratory testing involving routine or special evaluations; determinations of the work-relatedness of illness or injury; development of treatment programs for ill or injured employees; workman's compensation evaluations, consultations and impairment assessments; health surveillance for employees with current medical problems or with exposure to substances or activites with potential adverse health effects; occupational health and safety education; and consultation service to address unique needs -- for example, plant site visit for evaluation of specific hazards or to review current or proposed health or safety programs.

The clinic is also working with the Institute of Agricultural Medicine and Occupational Health of the Department of Preventive Medicine and Environmental Health in developing an outreach program to the manufacturing and agricultural sectors in Iowa and the Midwest. The program, according to Dr. Merchant, is designed to provide industrial hygiene and occupational safety services, as well as occupational health and preventive medicine education programs for employers and workers.

For patient referrals, telephone consultations or more information about the Occupational Medicine Clinic, call 319/356-2927 (clinical) or 319/353-4872 (outreach).

Henry Guthrie of Chariton underwent an evaluation for miner's lung in the Occupational Medicine Clinic. Members of the team evaluating Mr. Guthrie included Martin J. Sepulveda, M.D. (left), director-designate of the clinic; Rachel Scott, M.D. (center), resident physician; and James Merchant, M.D. (right), acting director of the clinic.

IPDC invests in AbaSys, Inc.

The Iowa Product Development Corporation (IPDC) has issued a letter of intent to participate in the financing of AbaSys, Inc. of Dubuque, developers of private sector administration computer software programs.

AbaSys, Inc. received a commitment of up to $50,000, which will be combined with similar funding from the City of Dubuque and several businessmen from the Dubuque area.

Created as an Iowa corporation in May of 1983, AbaSys has developed the Keystone Church Administration System, the Keystone School Administration System and the Keystone General Accounting System (which can be used in conjunction with the other systems or independently).

The Keystone Church Administration System is designed to fill the information needs of a parish (possibly with a parish school) while being flexible and easy to use. Used in conjunction with WordStar (word processing) and SuperCalc or Lotus 1-2-3 (spreadsheet), information can be presented in virtually any way it is desired. In addition to the basic program, the Keystone Sacramental Records System is designed to be an easy to use "filing" system for a parish's sacramental records.

The Keystone School Administration System is designed to fill the information needs of an elementary or secondary school. Data can be recorded in the areas of school census, scheduling, tuition billing, attendance/conduct reporting, grading, personal interests, alumni/fund raising, general ledger, cash disbursements, receipts, accounts payable/receivable and payroll. Again, the system has been dveloped to be flexible and allow information to be presented in virtually any way.

The Keystone General Accounting System is designed to be a flexible, easy to use, yet comprehensive business accounting system. Used in conjunction with SuperCalc or Lotus 1-2-3, information can be presented in virtually any way the user desires.

While following established accounting standards ranging from double entry accounting to audit trails, the system is extremely adaptable to the accounting needs of the individual business. Menu screens are simple and easy to use. Transactions are separated into general journal, cash receipts, cash disbursements, accounts receivable, accounts payable and payroll. Diarized and repeating entries are used in order to facilitate entry.

AbaSys, which currently has a staff of eight full-time employees, is now marketing their unique computer software packages throughout the country. "With the initiation of a strong marketing plan," states Mary C. Trieweiler, marketing coordinator, "we have received a very strong inidication that our products fulfill a need in the marketplace."

AbaSys, Inc. has recently relocated into larger facilities, and plans to increase their staff by the end of 1985.

Agri-Component Exposition International

May 14 - 16, 1985
Veterans Memorial Auditorium
Des Moines, Iowa

If you supply agri-components, materials or services to agricultural equipment manufacturers, this is the place to show, demonstrate and sell your latest products to Original Equipment Manufacturer (O.E.M.) buyers.

Engineers, designers, purchasing managers and buyers will receive special invitations to attend. In addition, leading agricultural industry associations are planning meetings, seminars and conferences each morning of the show.

Exhibitors will show and sell a wide range of components, parts, accessories, special products and services for the farm equipment manufacturing industry. Exhibits will include drive shafts, tillage tools, hydraulic devices, tractor cabs, gear boxes, forgings, fuel tanks, cultivating tools, chemical spraying systems, PTO components and sealants, to name a few.

For more information about Agri-Component Exposition International, contact Intercontinental Trade Shows, Inc., 5845 Horton, Suite 201, Mission, Kansas 66202 or call (913) 262-4513.

Revitalizing downtown Iowa

Main Street — at one time, everyone's neighborhood — the heart and soul of each community. More than a marketplace, Main Street was the center of civic and social activity, and its buildings reflected not only the town's past but also its pride. In a very real sense, Main Street symbolized the community's identity and embodied its heritage.

Today, civic leaders in cities and towns throughout the United States are working to bring life back to Main Street. Main Street is being rediscovered, and its importance to the economic stability of a community is being fully realized.

Iowans are aware of the economic impact the downtown area has, and ongoing downtown revitalization programs have been initiated in most of the larger cities in the state. But, what about the smaller town?

"It's difficult for smaller Iowa communities to get the assistance and guidance they need to revive their downtown districts," states John Schaffner, group manager of the IDC's Community Resources Group. The Governor, in his condition-of-the-state message, and the Iowa Development Commission are both advocating the highly-successful "Main Street program."

What is the Main Street program?

Back in 1977, the National Trust for Historic Preservation launched a pilot program to develop a comprehensive strategy for economic revitalization that would emphasize Main Street's existing and historic assets. Three years of on-site involvement in all aspects of revitalization in three midwestern communities created the Main Street approach, a process that has been successfully used by scores of towns engaged in revitalization activities.

In 1980, the National Trust expanded the program by creating the National Main Street Center (NMSC), a Washington-based human resource and technical reference center, to disseminate nationally its strategies and solution to the problems of the older central business district in small cities. Recently, Scott Gerloff, director of NMSC, spoke to Iowans about the Main Street approach.

What is the Main Street approach?

The key to the success of the Main Street approach is its comprehensiveness. "Too often downtown revitalization efforts focus on only one or two areas," explained Gerloff. "By carefully integrating four key elements into a practical strategy, the Main Street approach produces dramatic short-term improvements, while causing fundamental changes that are critical to long-term revitalization success."

The foundation of the Main Street approach is the following four elements which are carefully orchestrated to create a positive, marketable identity for the downtown.

Organization — Establishing a consensus and cooperation by building partnerships that will allow the development of a consistent revitalization program and permit the emergence of effective management and advocacy of the downtown.

Promotion — Creating a positive image of the business district to attract customers and investors and rekindle community pride. Promotion includes the development of sophisticated sales events and festivals, as well as the creation of a consistent image through graphic and media presentations.

Design — Enhancing the visual quality of the downtown. Attention must be paid to all elements of the downtown environment: buildings, storefronts, signs, public improvements, landscaping, merchandising displays and promotional materials.

Economic restructuring — Strengthening the existing economic assets of the business district while diversifying its economic base. Activities include recruiting new stores to provide a balanced retail mix; converting unused space into housing, offices, entertainment or cultural facilities; and sharpening the competitiveness of Main Street's traditional merchants.

Timing is an equally vital element of the Main Street approach. Revitalization requires the careful realignment of every aspect of downtown, and this process takes time. "The Main Street approach is incremental," emphasized Gerloff. "Because downtowns developed in stages, it makes sense that they return to life in a similar fashion."

The Main Street program has been implemented into the economic development efforts in the states of Oregon, Colorado, Texas, Minnesota, Michigan, Massachusetts, Pennsylvania, North Carolina, South Carolina, Tennessee and Georgia. "If the funding becomes available," states Schaffner, "a committee composed of both private and public sector individuals will select five interested Iowa communities to pilot the project. But, as I said, we have to wait to see if funds will be appropriated during this session of the Legislature."

Economic Development Set-Aside Program

The Economic Development Set-Aside Program, which recently provided 11 business loan subsidies, awards interest rate reductions and in some cases, loan principal reductions to business and industry that cannot afford the prevailing market rates. This program was created through the use of federal funds available under the Community Development Block Grant, administered by the Iowa Office for Planning and Programming.

The federal funds, totaling about $2.5 million, are expected to create $43 million in private investment and retain or create 960 jobs.

White Farm Equipment Company of Charles City was awarded the largest interest rate subsidy — $960,000. According to Bob Terry, president of White Farm Equipment, "This is the shot in the arm we need to begin the consolidation in Charles City and in the process, retain 600 jobs and create 100 new jobs there."

The other projects receiving funds, the amount of the award, the total private investment in the project and the number of jobs are:

Keller Consulting Corp. in Vinton — fiber optics and military contracting; awarded $10,970 with $50,576 in private funds; 10 jobs.

GRC Fiberglass in Corwith — fiberglass fabricating; awarded $25,433 with $102,543 in private funds; 12 jobs.

Humboldt Development, Ltd. — downtown commercial redevelopment in Humboldt; awarded $290,000 with $1,025,000 in private funds; 55 jobs.

Plastics Recycling Inc. of Iowa Falls — manufacturer of recycled plastic products; awarded $203,880 with $924,542 in private funds; 35 jobs.

Hanson's Fancy Foods, Inc. of Mitchellville — specialty food producers; awarded $87,780 with $323,680 in private funds; 14 jobs.

Moravia Lumber Company in Moravia — a sawmill; awarded $500,000 with $1,986,570 in private funds; 38 jobs.

Sun Wise Systems Corporation of Sac City — zinc electroplating; awarded $34,355 with $123,000 in private funds; 7 jobs.

Lewerke Brothers of Northwood — cabinet maker; awarded $141,177 with $1,254,000 in private funds; 50 jobs.

EMW Groschopp Company of Sioux Center — small electric motor manufacturer; awarded $248,000 with $1,850,000 in private funds; 34 jobs.

E-Z Fuels, Ltd. of Sioux Center — bio-mass fuel producer; awarded $8,005 with $75,000 in private funds; 5 jobs.

The Office for Planning and Programming will be accepting additional applications for the remaining $1.2 million in loan subsidy funds, beginning March 15.

Legislative Update

The 1985 legislative session is well under way and economic development is consuming much of the debate and deliberations.

The Governor addressed several of the Iowa Development Commission's legislative priorities in his Condition of the State and Budget messages. The cornerstone of the Governor's economic development program — elimination of the sales and use tax on machinery and equipment (M&E) — is also the IDC's top priority. While there is disagreement on how to finance this $40-60 million item, chances for repeal of this tax appear promising. It is becoming increasingly apparent that repeal of the "M&E" tax will enhance Iowa's ability to retain the expansion of existing industry and compete for new industry such as General Motors' Saturn plant.

Two other IDC priorities — continue the phaseout of the personal property tax and utility rate incentives for new and expanding business — were also included in the Governor's program. In his budget recommendation, the Governor proposed a 34 percent increase in the IDC appropriation, including substantial increases for tourism and marketing.

The Legislature is in the process of adopting its own economic development plan using proceeds from a proposed state lottery. Some of the items under consideration from this funding source include additional funds for the export assistance; marketing efforts throughout the state; educational research and development; and outdoor recreation. The Legislature promises to act quickly on the lottery and its subsequently funded programs.

You may convey your thoughts on these issues by contacting your representative (House Lounge-(515) 281-3221) or senator (Senate Lounge-(515) 281-3371) at the Statehouse in Des Moines, 50319.

Israel — An attractive market for U.S. exports

The United States' share of the Israeli import market has hovered around 20 percent in recent years, with machinery, electronic equipment and agricultural products remaining the leading U.S. exports. However, this market share could appreciably increase with the passage of the proposed Free Trade Area (FTA) agreement currently being examined by the Reagan Administration and Congress.

An FTA would permit U.S. exports to compete more effectively in Israel with those from the European Community, especially after 1989, when the remaining EEC-Israel duties will be lifted. It would provide virtually free access for U.S. exporters to a billion dollar market with a great potential for expansion.

Israelis are oriented toward the United States, and American products are familiar and appreciated for their durability and reliability. U.S. manufacturers of metal working machinery, electronic components, electronic production and test equipment, computers and peripheral equipment, communication systems and aviation and avionics equipment should do well in Israel.

Beginning in 1981, the Israeli government and Israeli Export Institute (a non-profit organization financed by the exporters and the Government of Israel to analyze trade patterns and assist Israeli exporters) have encouraged Israeli firms to expand their efforts in the U.S. market in order to take advantage of the dollar's strength against western European currencies. With this in mind, many Israeli firms are also actively seeking joint ventures and licensing arrangements with American companies.

Upcoming trade mission and seminar

Governor Terry Branstad will be leading an Iowa Trade and Investment Mission to Israel, leaving on June 19 and returning on June 28. In preparation, the Iowa Development Commission and the International Trade Administration of the U.S. Department of Commerce are sponsoring an Israeli Trade and Investment Seminar.

The seminar, held in conjunction with the Des Moines Rotary Club Luncheon on Thursday March 21 at the Hotel Fort Des Moines, will provide current information on the trade potential created by the free trade area agreement with both Israel and the European Common Market.

Avraham (Buma) Shavit, managing director of Shavit Ovens in Israel, will be featured as the keynote speaker. Shavit is also the past president of the Manufacturers' Association of Israel and former chairman of the board of El Al Israel Airlines, Ltd.

Other featured speakers are Moshe Gur-Weinberger, director consul of economic affairs for the Government of Israel Investment & Export Authority, and Kathleen Keim, USDOC desk officer for Israel. David Goldman, an attorney with the Des Moines law firm of Black, Reimer and Goldman, will join the presentors for a panel discussion/question and answer session.

To register for the seminar or to gather more information about the Governor Branstad's Iowa Trade and Investment Mission to Israel in June, contact the International Section of the IDC's Marketing Group at 515/281-3581.

Trade mission set for New Zealand, Australia and Malaysia

Iowa business people will have an opportunity to explore the trade and investment potential in New Zealand, Australia and Malaysia during a trade mission scheduled in April.

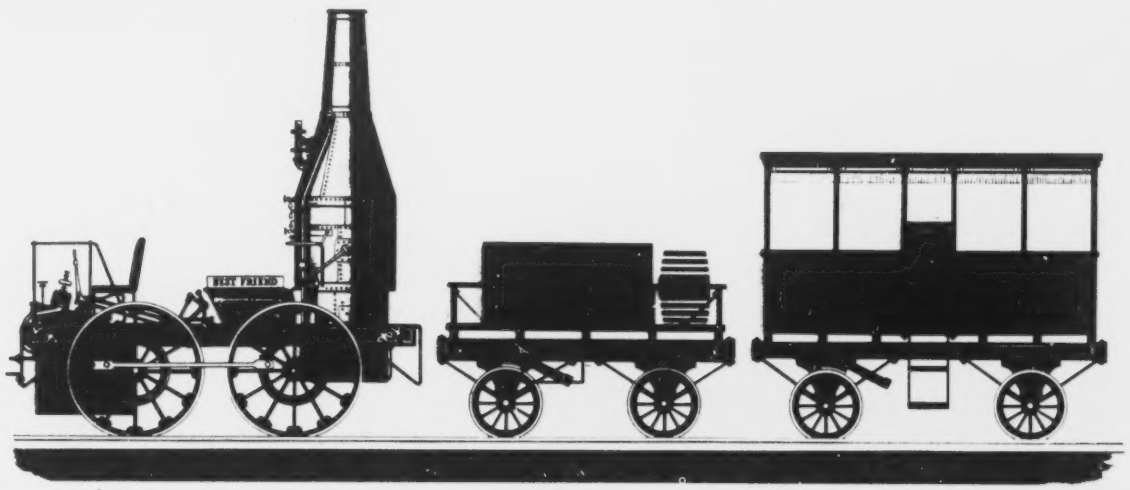
The expedition will leave Des Moines on April 26, arriving in Aukland, New Zealand, on April 28. After two days in New Zealand, the mission will cross the Tasman Sea to Australia, visiting Sydney on May 2-3, Melbourne on May 5-7 and Perth on May 9-10. The mission will then travel on to Malaysia, spending four days in Kuala Lumpur.

"We think the opportunities for Iowa firms are unlimited in these areas," states Max Olson, an international marketing manager for the IDC. "In the past, many Iowa firms have found trade missions to be an excellent way to penetrate foreign markets they've never entered before."

The IDC's trade missions are designed to help Iowa businesses find new markets, identify new customers and develop more export sales. The IDC, in cooperation with U.S. foreign embassies, take care of most of the details of the trips, including secretarial support, briefing from the foreign post and a schedule of business appointments for each mission member. This frees individuals to concentrate on seeking new business, notes Olson.

For more information, contact the International Section of the IDC's Marketing Group at 515/281-3138.

"Best Friend of Charleston" visits Centerville



During Appanoose County Community Railroad Days, being held in Centerville over the weekend of May 17, Iowans will have a rare opportunity to peer into the past and experience the "Best Friend of Charleston." This belching, puffing replica of America's first scheduled railroad train will join the Centerville area community in celebrating the grand opening of their own 11 mile track between Centerville and Moulton.

The "Best Friend" was ordered by one of the directors of a fledgling rail line that is now part of the Norfolk Southern Corporation. When it arrived in Charleston in October, 1830, businessmen promptly dubbed it "Best Friend of Charleston." They believed it provided the means of making the city a great seaport since the railroad meant dependable transportation between the port and the fast-developing inland areas.

The initial run of the "Best Friend" was made on Christmas Day in 1830 — "Smoke swirled from the bottle-shaped boiler and smokestack. Steam hissed into the inclined cylinders. Pistons began to move and the iron wheels to turn on the historic trip. Passengers cheered as the 'Best Friend' headed down the track. They gripped the sides of the cars as the locomotive gathered speed.

Away they flew — as one passenger described it — 'on the wings of the wind at the speed of fifteen to twenty-five miles an hour, annihilating time and space and leaving all the world behind.'"

The "Best Friend" is just a part of the Appanoose County Community Railroad Days celebration. The Norfolk Southern is also sending along an exhibit car of railroad memorabilia, and the community, which obtained $2.2 million in financing to build its own rail connection, will be displaying their EMD Model SD45 Diesel Locomotive, which will haul freight for the ACCR.

Uniform school opening bill signed into law

As of the 1986-87 school year, Iowa elementary and secondary schools will not begin classes until September 1 or later.

The bill, which was signed by Governor Terry Branstad in early March, has a provision that lets school districts seek permission to start earlier. To win an exemption, however,a district would have to petition the Department of Public Instruction and demonstrate that the September 1 schedule would cause "negative impact on educational quality."

The later school opening date should substantially benefit Iowa's tourism industry. Currently, tourism is the third largest industry in Iowa, behind agriculture and agriculture manufacturing. It generates $1.6 billion in sales and employs 48,500 persons.

J. Glasnapp, general manager of Adventureland and past president of the Iowa Travel Council (as stated in a recent article in *The Cedar Rapids Gazette*), expects the later school start will produce $30 million more annually in gross sales for the Iowa tourism industry. "That, he added, translates into $1.2 million just in sales tax, and 1,100 new jobs."

Iowa Ag & Business Indicators

Compiled by the Iowa Development Commission

Labor Demand and Supply[1]

January, 1985

Service Areas	Individual Placements	New Applicants & Renewals	Service Areas	Individual Placements	New Applicants & Renewals
Ames	65	536	Iowa City	145	1,597
Atlantic	298	327	Keokuk	44	544
Burlington	173	946	Marshalltown	256	706
Carroll	160	336	Mason City	174	911
Cedar Rapids	305	2,075	Muscatine	32	602
Centerville	44	319	Newton	55	400
Charles City	106	456	Oskaloosa	39	266
Clinton	97	899	Ottumwa	139	720
Council Bluffs	77	842	Sheldon	42	194
Creston	59	242	Shenandoah	23	208
Davenport	527	2,960	Sioux City	424	2,183
Decorah	9	234	Spencer	26	306
Des Moines	884	3,752	Storm Lake	84	332
Dubuque	202	1,787	Waterloo	563	1,998
Fairfield	98	306	Webster City	39	170
Fort Dodge	176	796			
Fort Madison	65	371	Statewide	6,763	33,763

[1]All new applicants and job openings listed with Iowa Department of Job Service.

U.S. Consumer Price Index

	Dec., 1984	Dec., 1983
All Urban Consumers (1967 = 100)	315.5	303.5

U.S. Composite Construction Cost Index

	October 1984	October 1983
U.S. Composite Construction Cost Index (1977 = 100)	163.0	158.4

Business Data

	12/84	12/83	12 mos./84	12 mos./83
New Car Registrations	5,442	7,624	88,129	90,804
Iowa Savings & Loan ($000,000)				
Total Loans Closed	55.6	57.9	668.6	525.1
Savings	96.7	82.0	439.2	741.8
Work Force (000)	1,322.8	1,321.4	1,356.4	1,358.5
Unemployment	67.3	64.4	67.1	82.9
Rate (% of work force)	5.1	4.9	4.9	6.1
Employment	1,255.5	1,257.0	1,289.4	1,275.6

Value of New Dwellings[1] ($000)

	1/85	1/84
Ames	$ 230.0	$ 0
Ankeny	118.7	0
Bettendorf	187.7	378.0
Boone	0	0
Burlington	0	0
Carroll	0	75.0
Cedar Falls	0	58.5
Cedar Rapids	87.4	150.8
Clinton	0	0
Council Bluffs	174.3	714.8
Davenport	1,426.8	28.4
Decorah	0	0
Des Moines	1,110.1	102.8
Dubuque	0	0
Fairfield	0	0
Fort Dodge	0	0
Fort Madison	0	0
Indianola	0	0
Iowa City	226.1	570.9
Keokuk	28.0	126.0
Marion	37.1	104.1
Marshalltown	0	0
Mason City	102.0	0
Muscatine	38.5	46.3
Newton	0	0
Oskaloosa	0	0
Ottumwa	92.0	0
Sioux City	53.5	62.2
Spencer	0	50.0
Urbandale	0	505.9
Waterloo	0	0
West Des Moines	4,748.5	177.3
Total	$ 8,660.7	$ 3,151.0

[1]Single, two-family and multiple residential dwellings, based on housing permits issued.

Farm Retail Price Spreads

	Oct. '84	Oct. 83
Beef, Choice		
Retail price (cts./lb.)	234.9	231.8
Net carcass value (cts.)	136.6	135.8
Net farm value (cts.)	130.2	127.0
Farm-retail spread (cts.)	104.7	104.8
Pork:		
Retail price (cts./lb.)	163.9	162.3
Wholesale Value (cts.)	101.3	99.8
Net farm value (cts.)	70.1	66.4
Farm-retail spread (cts.)	93.8	95.9
Dairy Products:		
Retail cost (1967 = 100)	256.1	250.1
Farm value (1967 = 100)	265.2	262.4
Farm-retail spread (1967 = 100)	248.1	239.3
Eggs:		
Retail cost (1967 = 100)	177.8	200.1
Farm value (1967 = 100)	171.2	228.3
Farm-retail spread (1967 = 100)	187.3	159.4

Personal Income Quarterly Periods

	1984 II	1984 III	1983 II	1983 III
Personal Income ($000,000)	34,515	35,041	30,470	31,619

Stock Index

	Iowa*	Dow Jones Industrial
December, 1984	213.77	1,211.57
January, 1985	233.64	1,277.72
February, 1985	234.07	1,284.01

*Robert C. Westlund, Piper, Jaffray & Hopwood, Inc. (1967 = 100)

Average Price Received by Farmers

	1/85	12/84	1/84
Corn, bu.	$ 2.47	$ 2.44	$ 3.09
Soybeans, bu.	5.59	5.68	7.80
Oats, bu.	1.81	1.87	2.00
Hogs, cwt.	48.30	49.20	44.00
Beef cattle, cwt.	55.90	56.50	56.40
Calves	63.70	60.90	59.70
Milk (whls), cwt.	13.60	13.60	13.30
Sheep, cwt.	23.70	17.80	19.10
Lambs, cwt.	64.80	62.00	61.30
Eggs (market), doz.	.31	.40	.88
All hay, ton baled	57.00	61.00	81.00
Turkeys, lb.	.50	.56	.47

Average Price Paid by Farmers

	1/15/85	1/15/84
Beef cattle concentrated, 32-36%	$ 11.20	$ 14.90
Hog feed, 38-42% protein	12.50	16.60
Soybean meal, 44% protein	9.60	15.00
Dairy feed, 16% protein	172.00	225.00
Poultry feed, layer ration	185.00	205.00

Commodity Feed Price Ratios

	1/15/85	1/15/84
Hog — corn[1]	19.6	14.2
Beef cattle — corn[1]	22.6	18.3
Egg — feed[2]	4.0	8.8
Milk — feed[3]	1.58	1.18

[1]Bushels of corn equal in value to 100 lbs. of hog or cattle liveweight.
[2]Pounds of laying feed equal in value to 12 eggs.
[3]Pounds of concentrate ration equal in value to 1 lb. of wholesale milk.

Lewis joins Community Resources Group

Douglas S. Lewis has been named as Western Iowa regional manager for the IDC's Community Resources Group. Prior to joining the IDC, he served as a research assistant on the staff of Iowa Senator Charles Grassley and as an export division trainee for John Morrell and Company in Northfield, Illinois.

A graduate in business administration from Hastings College, Lewis has also studied in Tokyo, Japan, at the International Christian University and Sophia University.

Lewis joins James B. Kersten, Central Iowa regional manager and Julie R. Blum, Eastern Iowa regional manager, in assisting communities in their economic development efforts. According to John Schaffner, Community Resources group manager, "The regional managers are a vital connecting link between every community and the Iowa Development Commission. Local government entities, Chamber personnel and industrial or economic development organizations can all plug into IDC resources through their regional managers."

Doug Lewis
515/218-8547

James Kersten
515/281-8481

Julie Blum
515/281-3477

John Schaffner, group manager
515/281-5916

Linda Scott, group secretary
515/281-3536

Barbara DuVall, statewide coordinator, Community Betterment Program
515/281-3803

Miller appointed as new commissioner

J. Douglas Miller, director of development for Palmer Communications Incorporated, has been appointed to serve on the Iowa Development Commission by Governor Terry E. Branstad, effective immediately.

Miller, a resident of Bettendorf, replaces Michael V. Dunn, serving the remainder of Dunn's term which expires on June 30, 1985. Dunn, a vice president of Farm Credit Banks, resigned the Commission after being transferred to Omaha from the Bettendorf area. He was appointed to the Iowa Development Commission in 1981.

Available Buildings

This is not a complete list of all buildings available in Iowa. For further information, please call 515-281-3251.

Square Footage	Community	Former Use
10,000	Charles City	Spec Building
12,000	Sioux City	Spec Building
12,500	Cherokee	Spec Building
13,200	Ottumwa	Commercial
13,600	Bellevue	Manufacturing
16,500	Adair	Industrial
17,960	Dyersville	Industrial
20,000	Clinton	Spec Building
20,000	Maquoketa	Spec Building
21,000	Corning	Spec Building
21,205	Oskaloosa	Spec Building
22,500	Red Oak	Spec Building
23,000	Waverly	Spec Building
25,248	Marshalltown	Light Manufacturing
26,925	Mason City	Light Industrial
27,500	Muscatine	Heavy Industrial
32,580	Sioux City	Light Manufacturing
33,500	Des Moines	Industrial
37,500	Spencer	Manufacturing
40,000	Creston	Spec Building
41,250	Marion	Heavy Industrial
45,000	Oelwein	Warehouse
47,596	Boone	Heavy Industrial
49,474	Albia	Manufacturing
54,080	Oskaloosa	Industrial
59,000	Cedar Rapids	Light Manufacturing
65,105	Ottumwa	Industrial
66,708	Johnston	Warehouse
70,766	Forest City	Manufacturing
78,317	Fairfield	Manufacturing
85,000	Burlington	Heavy Manufacturing
90,000	Fort Dodge	Manufacturing
91,340	Story City	Light Industrial
108,000	Waterloo	Heavy Industrial **(Sold)**
120,500	Boone	Manufacturing
137,500	Centerville	Manufacturing
160,270	Albia	Industrial
169,000	Red Oak	Manufacturing
224,702	Sioux City	Warehouse
285,000	Maquoketa	Industrial

Iowa DEVELOPMENT COMMISSION

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Ronald H. Schechtman, v. chrm. ..... Carroll
E. Thurman Gaskill ..... Corwith
David B. Hinton ..... Des Moines
Karen Merrick ..... Guttenberg
J. Douglas Miller ..... Bettendorf
F. Forbes Olberg ..... Cedar Rapids
Jack C. Pester ..... Des Moines
Bill Riley ..... Des Moines
Robert L. Thomson ..... Charles City
Gerald L. Weiner ..... Sioux City

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Sen. John N. Nystrom ..... Boone
Rep. Wayne Bennett ..... Galva
Rep. John D. Groninga ..... Mason City

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Rural Concern Hotline inaugurated

1-800-447-1985

Over 30,000 farmers in Iowa are projected to need financial management and counseling help. About 10,000 have more severe financial problems and need help this spring.

Governor Terry Branstad has asked several Iowa organizations to cooperate in providing assistance to farm families and communities in trouble because of the crisis in the agricultural economy.

The Rural Concern Hotline is a 24-hour-a-day hotline information and referral service staffed by trained workers. Information will be provided by cooperating groups and agencies through a system of referrals. The phone responders are trained to be supportive and to direct callers to people/agencies near them who can give them further help.

Specifically, telephone responders will help identify key problems of the client; explain alternative resources available; help clients to understand the process for getting help from the resources; suggest information the client should have ready for discussion with the legal, financial or human service professional; and make immediate connections to professional counselors when the client is in emotional crisis.

The toll free hotline is based at the United Way of Greater Des Moines. It is administered by the Iowa State University Cooperative Extension Service in cooperation with the Iowa Department of Human Services.